

CFG I

# Goodman Networks et al. Financial Presentation

August 3, 2022

EXHIBIT

BH 30

Disclaimer: The information contained herein is presented in conjunction with an oral presentation. This report is incomplete and should not be relied upon without the accompanying oral content. CFGI makes no representations or assurances over the realization of the amounts presented herein.

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# Consolidating Statement of Financial Condition as of July 31, 2022

(in millions)

	Goodman Networks	Multiband Field Services	GNET ATC	Eliminations	Consolidated	Ref
Cash	\$ 0.2	\$ -	\$ -	\$ -	\$ 0.2	
Trade Accounts Receivable, Net of \$9.6 Million in Allowance for Doubtful Accounts	-	-	-	-	-	
Loan Receivable - American Metals & Recovery Recycling Inc.	-	-	22.0	-	22.0	[A]
Due from Unified Field Services					-	[B]
Restricted Cash and Investments	4.7	9.5	3.8	-	18.0	[C]
Class E Preferred Units, Goodman Telecom Holdings, LLC	8.0	-	-	-	8.0	[D]
Intercompany Receivable		-	86.1	(86.1)	-	
Net Operating Loss Carryforward	TBD	-	-	-	TBD	[E]
<b>Total Assets</b>	<b>\$ 12.9</b>	<b>\$ 9.5</b>	<b>\$ 111.9</b>	<b>\$ (86.1)</b>	<b>\$ 48.2</b>	
Liabilities:						
Secured Liabilities:						
Senior Secured Notes Payable	\$ 18.0	\$ -	\$ -	\$ -	\$ 18.0	
Total Secured Liabilities	18.0	-	-	-	18.0	
Unsecured Liabilities:						
Trade Creditors	3.6	1.3	149.0	-	153.9	
Intercompany Payable	102.2	-	-	(102.2)	-	
Other Unsecured Liabilities (Estimate)	5.0	-	-	-	5.0	
Total Unsecured Liabilities	110.8	1.3	149.0	(102.2)	158.9	
<b>Total Liabilities</b>	<b>128.8</b>	<b>1.3</b>	<b>149.0</b>	<b>(102.2)</b>	<b>176.9</b>	
<b>Total Stockholder's Equity/(Deficit)</b>	<b>(115.9)</b>	<b>8.2</b>	<b>(37.1)</b>	<b>16.1</b>	<b>(128.7)</b>	
<b>Total Liabilities and Stockholder's Equity/(Deficit)</b>	<b>\$ 12.9</b>	<b>\$ 9.5</b>	<b>\$ 111.9</b>	<b>\$ (86.1)</b>	<b>\$ 48.2</b>	

See Notes on the following slides

## Notes to Financial Condition

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- A. Loan Receivable, American Metals & Recovery Recycling Inc.- The Company issued \$44 million in loans to related party American Metals & Recovery Recycling Inc. (“AMRR”) in January 2022. In connection with a settlement agreement, the Company conveyed \$22 million of this amount to a preferred stockholder who held liquidation rights. The note is payable in equal monthly installments beginning in September 2022.
- B. Due from Unified Field Service- Receivable from related party Unified Field Services (“UFS”) consists of funding provided by the Company on behalf of UFS in the months following the sale of a business line from Goodman Networks to UFS in 2021. UFS has asserted reductions to their amounts owed of approximately \$2.9M for various reasons. Based on representations in connection with UFS’s financial condition, this receivable has been fully reserved.

## Notes to Financial Condition

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- C. Restricted Cash and Investments- Restricted cash at Prosperity Bank (amounting to \$4.7 million) is pledged as collateral in support of certain related party obligations. The balance (or \$13.3 million) of restricted cash and investments collateralizes unpaid insurance claims. The Company has requested that the insurer consents to the release of approximately \$4.0 million of cash that is in excess of unmatured and/or unpaid claims. The Company's insurance consultant estimates a recovery against this amount of \$1.0-\$1.5M within 60 days, with the balance 12 months later. To the extent claims are resolved sooner, the recovery date could be accelerated.
- D. Class E Preferred Units, Goodman Telecom Holdings, LLC- As part of its sale agreement with related party Goodman Telecom Services, LLC ("GTS") in June 2020, the Company acquired \$8.0 million in callable Goodman Telecom Holdings preferred stock, payment for which is guaranteed by John Goodman.
- E. Net Operating Loss Carryforward- TBD.

## Financial Statements 12/31/21 and 12/31/20

	Year Ended 12/31/21 Consolidated (Unaudited)	Year Ended 12/31/20 Consolidated (Audited)
<b>Assets</b>		
<i>Current Assets</i>		
Cash	\$65,800,213	\$1,936,000
Restricted Cash	8,718,388	-
Accounts receivable, net	15,026,552	110,183,000
Other Receivables	-	2,604,000
Unbilled Revenue	-	842,000
Costs in excess of billings on uncompleted projects	-	186,000
Inventories	-	6,785,000
Prepaid expenses and other current assets	996,762	6,214,000
Due From Related Parties	484,916	-
Income Tax Receivable	174,943	218,000
<i>Total Current Assets</i>	<i>91,201,774</i>	<i>128,968,000</i>
<i>Long-Term Assets</i>		
Property and equipment, net	-	14,686,000
Deposits and other assets	-	1,272,000
Insurance Collateral	9,465,146	8,307,000
Non Cur Deferred Tax Asset	-	5,194,000
Intangibles assets, net	-	15,217,000
Goodwill	-	9,010,000
Long-term Assets Held for Sale	-	-
Investment in unconsolidated affiliates	8,000,000	8,000,000
Intercompany	(12,500)	-
<i>Total Long-Term Assets</i>	<i>17,452,647</i>	<i>61,686,000</i>
<b>Total Assets</b>	<b>\$108,654,421</b>	<b>\$190,654,000</b>



## Financial Statements 12/31/21 and 12/31/20

	Year Ended 12/31/21 Consolidated (Unaudited)	Year Ended 12/31/20 Consolidated (Audited)
<b>Liabilities</b>		
<i>Current Liabilities</i>		
Line of Credit	-	\$11,269,000
Trade Accounts Payable	152,340,891	131,635,000
Accounts Payable	1,243,206	-
Accrued expenses	10,804,810	19,857,000
Income Taxes Payable	-	237,000
Deferred Revenue, Current	-	2,355,000
Deferred Rent - Short Term	-	95,000
Current portion of capital leases and other payables	179,160	501,000
Other Current Liabilities	-	1,315,000
<i>Total Current Liabilities</i>	<i>164,568,067</i>	<i>167,264,000</i>
<i>Long-Term Liabilities</i>		
Notes Payable	48,195,190	58,195,000
PPP Loan	-	10,000,000
Accrued liabilities - non-current	-	3,948,000
Deferred Revenue, non-current	-	6,808,000
Deferred Rent	-	516,000
<i>Total Long-Term Liabilities</i>	<i>48,195,190</i>	<i>79,467,000</i>
<b>Total Liabilities</b>	<b>212,763,257</b>	<b>246,731,000</b>
<b>Stockholder's Equity</b>		
Retained earnings (accumulated deficit)	(114,862,276)	(114,862,000)
Common Stock	1,605	3,000
Additional Paid-in Capital	72,836,633	72,837,000
Series A Preferred	991	1,000
Treasury stock, at cost	(14,056,125)	(14,056,000)
Net Income	(48,029,663)	-
<b>Total Stockholder's Equity</b>	<b>(104,108,836)</b>	<b>(56,077,000)</b>
<b>Total Liabilities and Stockholder's Equity</b>	<b>\$108,654,421</b>	<b>\$190,654,000</b>

## Financial Statements 12/31/21 and 12/31/20

	Year Ended 12/31/21 Consolidated (Unaudited)	Year Ended 12/31/20 Consolidated (Audited)
Revenues	\$81,106,377	\$124,927,000
Cost of revenues	6,091,467	13,046,181
<b>Gross profit</b>	<b>75,014,910</b>	<b>111,880,819</b>
Payroll/Benefits	53,906,589	112,950,819
Depreciation Expense	4,220,425	5,013,000
Amortization Expense	737,778	2,087,000
Impairment Expense	23,488,583	61,261,000
SG&A Expenses	23,118,784	32,220,000
<b>Total SG&amp;A (Includes Depreciation &amp; Amortization)</b>	<b>105,472,159</b>	<b>213,531,819</b>
Loss on sales of account receivable	-	1,335,000
Bad Debt Expense	15,844,503	-
Restructuring costs	743,794	3,711,000
<b>Operating income/(loss)</b>	<b>(47,045,546)</b>	<b>(106,697,000)</b>
(Gain)/loss on disposition of assets	6,729,785	-
Other expenses/(income)	(10)	-
(Gain)/loss on extinguishment of debt	-	(7,797,000)
Change in fair value of stock warrant	-	(8,194,000)
(Gain) on PPP loan forgiveness	(10,000,000)	-
Interest expense, net	4,238,043	6,129,000
PIK Preferred	-	-
<b>Income/(loss) Before Tax Expense</b>	<b>(48,013,364)</b>	<b>(96,835,000)</b>
Income tax expense (benefit)	16,300	(8,321,000)
<b>Net Income/(loss) from Continuing Operations</b>	<b>(48,029,663)</b>	<b>(88,514,000)</b>
Discontinued operations, net of income taxes	-	(31,709,000)
<b>Net Income/(loss)</b>	<b>\$ (48,029,663)</b>	<b>\$ (56,805,000)</b>



## Cash Flows – January 1, 2022 through July 31, 2022

Unrestricted Cash, January 1, 2022 \$ 65,800,213

### Cash Receipts:

Accounts Receivable Collections	\$ 15,041,290	
Other Receipts	<u>3,229,148</u>	18,270,438

### Cash Disbursements:

Loans Issued to AMRR	44,000,000	[a]	
Loans Issued to Multiband Global Resources	4,400,000	[b]	
Senior Secured Note Repurchases	17,032,060		
Professional and Consulting Fees	2,572,308		
Senior Secured Interest Paid	720,743		
Preferred Stock Retirement	13,474,075	[c]	
Other Disbursements	<u>1,662,149</u>		<u>83,861,334</u>

Unrestricted Cash, July 31, 2022 \$ 209,317

[a] \$22 million of loans receivable were conveyed to the preferred stockholder in March 2022.

[b] The loan receivable due from Multiband Global Resources was conveyed to the preferred stockholder in March 2022.

[c] A third party held preferred stock in the Company, with liquidation rights. The Company repurchased the preferred stock in March 2022 for \$13.5 million in cash, plus certain non-cash assets.

## Trade Accounts Receivable

Customer Name	Comments	Face Value	Reserve For Uncollectible Accounts	Balance, Net of Reserves
FedEx Supply Chain Logistics & Electronics, Inc.	Company has a recorded obligation of \$83 million to FedEx	\$ 1,356,989	\$ (1,356,989)	\$ -
AT&T Services, Inc.	Customer claims that they paid GNET's vendors directly	6,842,473	(6,842,473)	-
AT&T Payment Center		451,693	(451,693)	-
Tishman Construction Corporation	Company did not complete contract; customer has asserted counterclaims of approximately \$1.8 million	424,491	(424,491)	-
Frontier Communications Corporation		157,749	(157,749)	-
Arris Global Services Inc	Company has a recorded obligation of \$30 million to Arris Global Services Inc.	101,203	(101,203)	-
Other		294,417	(294,417)	-
		\$ 9,629,015	\$ (9,629,015)	\$ -

## Trade Accounts Payable

Creditor	Combined	Multiband		
		Goodman Networks	Field Services	GNET ATC
FedEx Supply Chain Logistics & Electronics, Inc. <b>(Litigation)</b>	\$ 83,021,362	\$ -	\$ -	\$ 83,021,362
CommScope Technologies LLC/Arris <b>(Litigation)</b>	30,293,887	-	-	30,293,887
Humax	22,188,026	-	-	22,188,026
W-Neweb Corporation <b>(Litigation)</b>	9,212,257	-	-	9,212,257
Airties	4,234,598	-	-	4,234,598
Microsoft Licensing, GP	2,168,549	2,168,549	-	-
Directv Supply Chain	1,002,686	-	1,002,686	-
Call Center Systems LLC <b>(Litigation)</b>	160,886	160,886	-	-
Other (under \$500k)	1,600,938	1,301,164	305,787	(6,013)
<b>Grand Total</b>	<b>\$ 153,883,189</b>	<b>\$ 3,630,600</b>	<b>\$ 1,308,472</b>	<b>\$ 148,944,117</b>